



Making Your Case for Funding

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Not Really Us – but Close! https://rockchucksummit.com/hidden-falls-adventure-park/20170930_192848014_ios/



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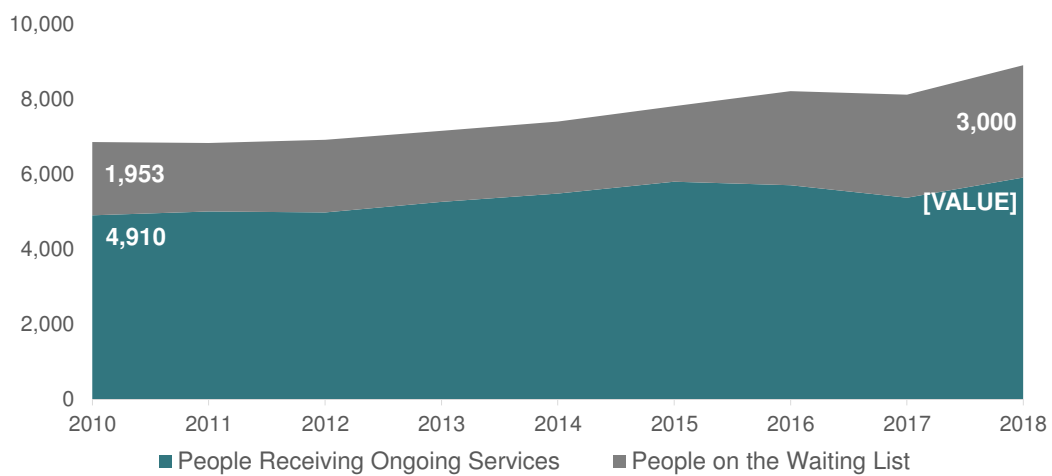
'Making the Case': Five Principles for Developing a Compelling Budget Request

1) Yes, you really need to *'make the case'*!

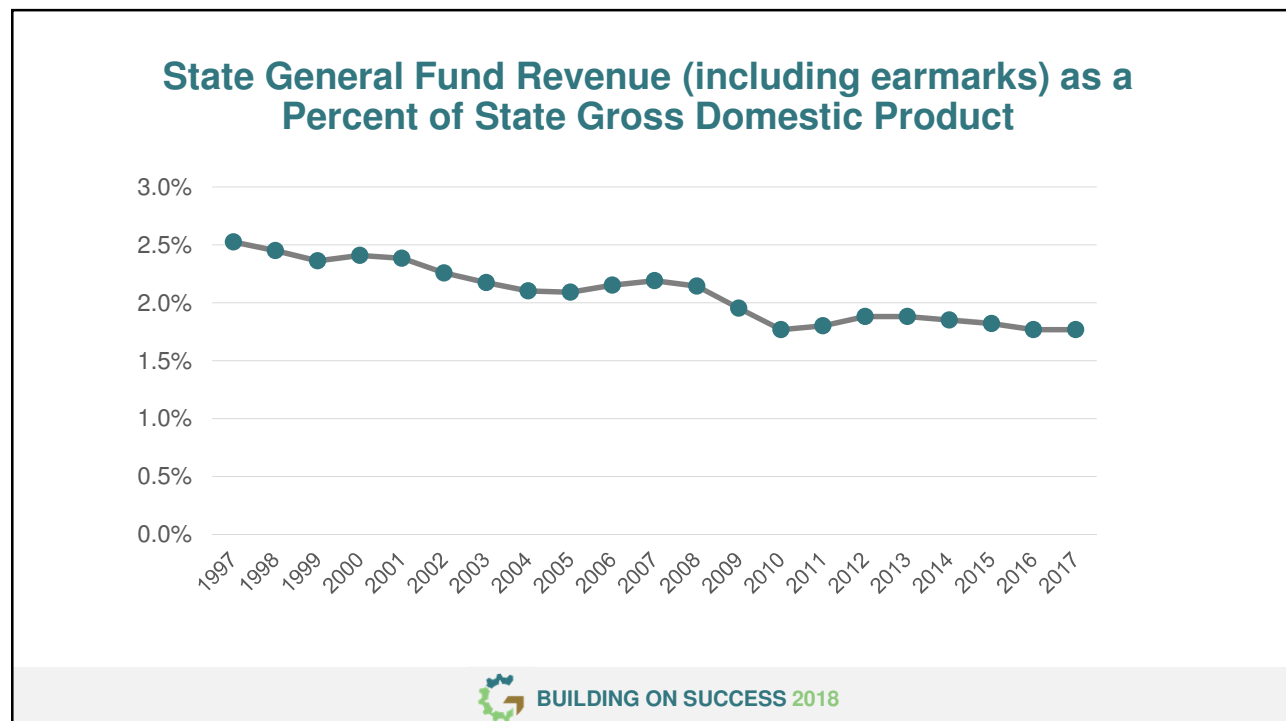
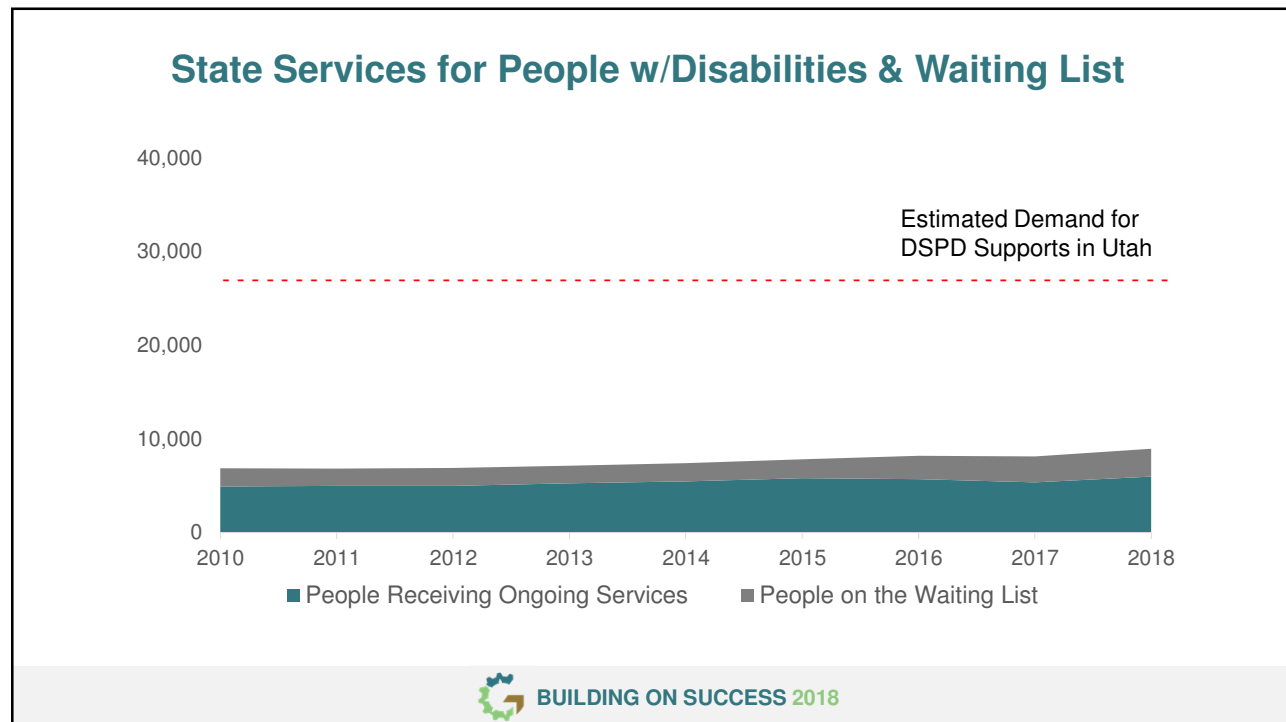


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State Services for People w/Disabilities & Waiting List



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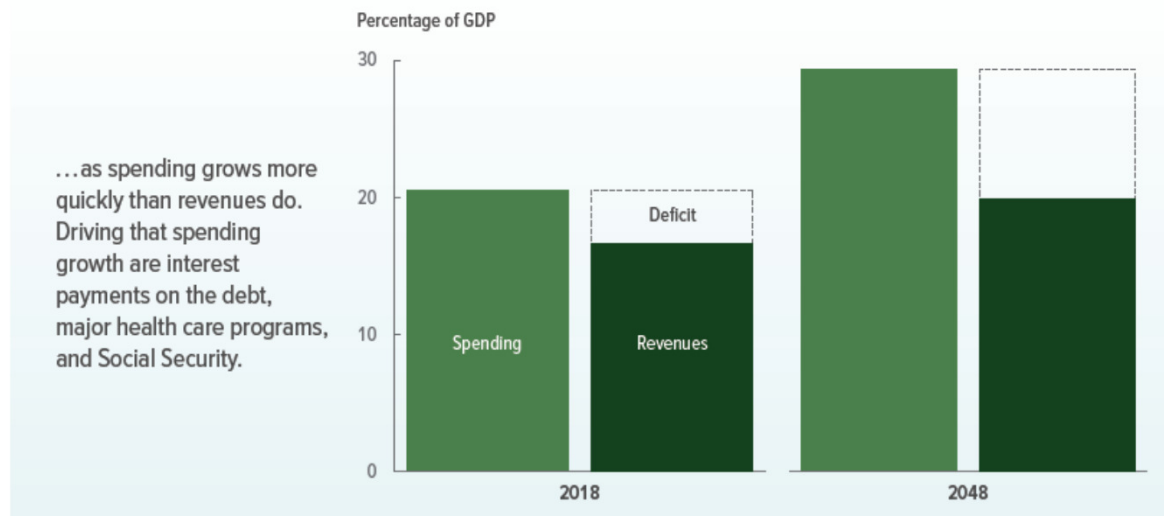


Congressional Budget Office: 2018 Long-Term Budget Outlook



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Congressional Budget Office: 2018 Long-Term Budget Outlook



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***‘Making the Case’*: Five Principles for Developing a Compelling Budget Request**

- 1) Yes, you really need to *‘make the case’*!
- 2) **Ok, so what are we buying?**



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What are we Buying?

- Staffing: Personnel Services, Travel, etc.
- Buildings/Equipment: Capital Expenditures, Current Expense, etc.
- Technology: Data Processing, Hosting, Systems, etc.
- Contracted Services: Other Charges/Pass Through, etc.



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But what are we REALLY Buying?

- What are we trying to accomplish?
- What is the value created if we successfully accomplish it?
- What short and long-term outcomes do we expect to achieve? And how will we know when we've achieved them?
- Successfully '*making the case*' requires **MEASURES**
 - Baseline Measures
 - Ongoing Operational Measures
 - Impact Evaluation & Ex-Post Analysis



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'Making the Case': Five Principles for Developing a Compelling Budget Request

- 1) Yes, you really need to '*make the case*'!
- 2) Ok, so what are we buying?
- 3) **Demonstrate that this request is a priority.**



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Demonstrate that this Request is a Priority

- What has been done to address the need with existing resources?
- Have lower priority activities been discontinued?
- Have operational solutions been explored or enacted?



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‘Making the Case’: Five Principles for Developing a Compelling Budget Request

- 1) Yes, you really need to *‘make the case’*!
- 2) Ok, so what are we buying?
- 3) Demonstrate that this request is a priority.
- 4) **What’s the big deal? Why now?**



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What's the Big Deal? Why Now?

- What are the consequences if new funding is not secured?
- Is there urgency to the request? If so, why?
- Is the requested funding source flexible?



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'Making the Case': Five Principles for Developing a Compelling Budget Request

- 1) Yes, you really need to *'make the case'*!
- 2) Ok, so what are we buying?
- 3) Demonstrate that this request is a priority.
- 4) What's the big deal? Why now?
- 5) **If funding is granted - now what?**



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If Funding is Granted – Now What?

- Implementation & Measures (Again!): Need to determine whether implementation was successful and whether intended outcomes were achieved.
- Funding requests that support new programs could ultimately become part of base budget – need operational measures in order to monitor continuous improvement.
- Remember, resources are scarce. If a newly funded program does not produce intended outcomes (or yield sufficiently positive results), the resources should be redirected elsewhere.



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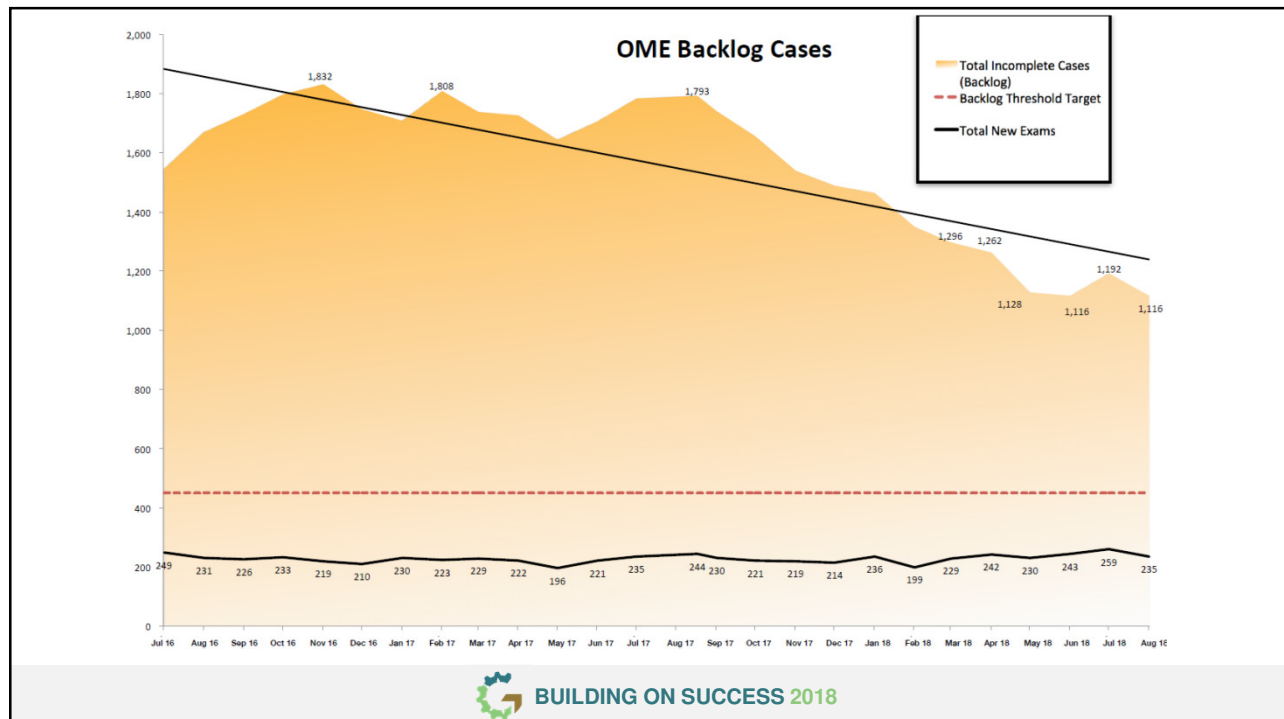
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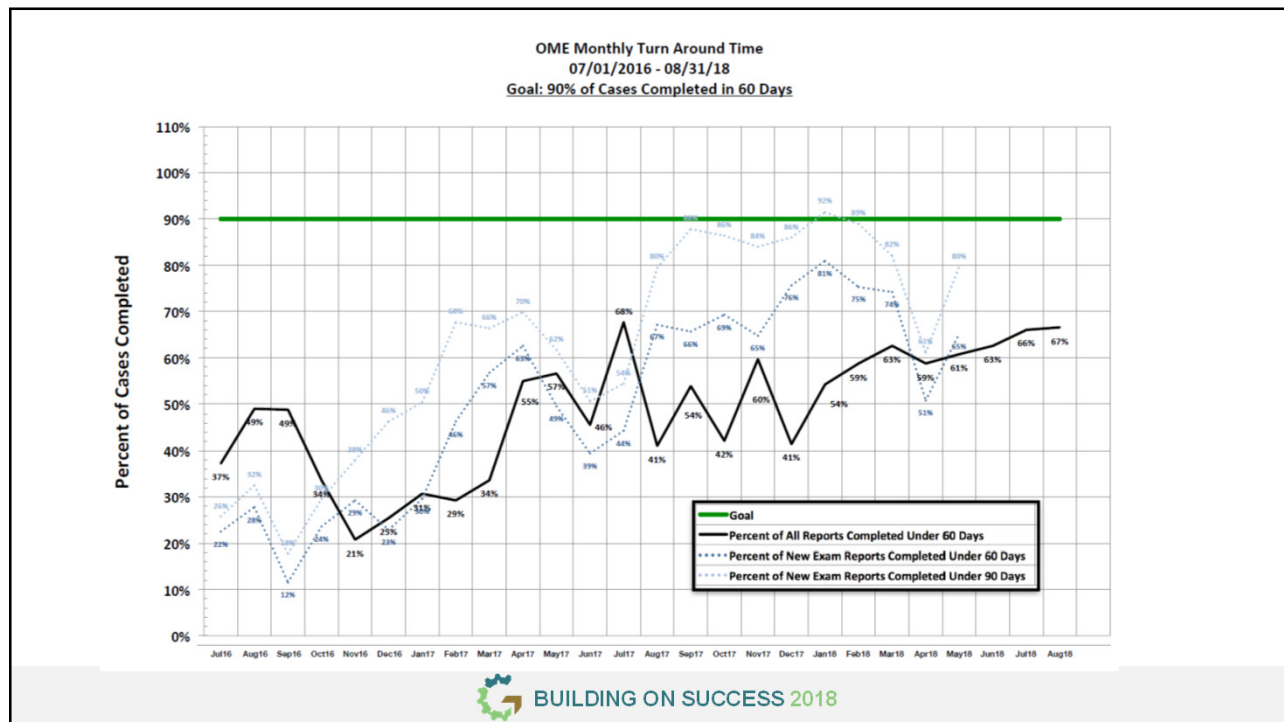


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***‘Making the Case’*: Agency Panelist Round Table**

- Department of Health
 - Rich Saunders, Director of Quality and Process Improvement
 - Dr. Erik Christensen, Chief Medical Examiner
- Department of Human Services
 - Angella Pinna, Director DSPD
 - Tyler Black, Research Consultant III, DSPD
- Department of Human Resource Management
 - Nate Winters, Finance Director





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